

Open Season Mandatory Market Survey - Questions/Answers 18 Dec 2012		
Number	Question	Answer
1	Doing this marketing survey and SIR, which is due in February does this mean we could possibly get another 5 year extension?	In accordance with the RFI, DTFAWA-13-R-00004, "Current MOA Holders with an award beginning with "DTFAWA10A" that are deemed qualified will receive a Modification exercising Option Years 6 and 7 from the original MOA award and adding an additional period of performance through September 30, 2019." and "Current MOA Holders with an award beginning with "DTFAWA11A" or "DTFAWA12A" that are deemed qualified will receive a Modification adding an additional period of performance through September 30, 2019." The evaluation of "qualification" will occur after the submission of a proposal.
2	We are no longer a SBA 8(A) certified company, but we are still a Minority/Woman owned Small Business. Do we need to change anything with our current eFAST MOA?	Please refer to Section H.5(b) in the draft SIR.
3	How many more new MOA holders are expected to be added as a result of the SIR?	There is no contemplated number of new awards. The number of new awards will depend on the number of qualified offerors.
4	Can existing MOA holders submit a proposal for additional functional areas, which they don't currently hold?	Yes
5	H.5(a) states a condition for award for an option period. Our company did respond to RFPs, but have not received an award. We found limited opportunity to bid on work. Will this preclude us from obtaining an award for an option period?	Please refer to Question/Answer #1 above. Offerors will need to demonstrate experience in accordance with the SIR.
6	As a new start-up consulting company, we have yet to land our first contract, can we qualify (aka retired FAA)?	Offerors must meet the requirements of the SIR. Potential offerors may also consider participating in a Subcontract Team Agreement (STA) with another offeror.
7	As a current MOA Holder will there be any change in the RFP submission process or do we have to follow the same rule as a new offeror?	The offeror submission requirements are defined in the draft SIR. The proposal process will be the same for current MOA holders and companies that are not current MOA holders.
8	As a current MOA holder in functional areas CSS & CSD, we would like to add additional functional areas during the open season SIR. How do we add these additional functional areas?	The offeror submission requirements are defined in the draft SIR.
9	Will Current MOA holders be required to resubmit a full response during open season to be eligible for the additional option period (through 2019)?	Yes. MOA Holders are required to comply with the instructions set forth in the SIR.
10	What changes have been incorporated into this SIR from the previous versions?	Changes have been made to a number of sections from the previous Open Season SIR.
11	Are current MOA Holders required to respond to this SIR or just to the spreadsheet-based Market Survey?	Per the Draft SIR, offerors must respond to the entire SIR after it is released to demonstrate appropriate qualifications.
12	OpenRatings site is gone. None of the bidders or current MOA holders can provide updated reports without the OpenRatings service.	The Open Ratings report can be found at https://www.supplierriskmanager.com/ppe-order/login.seam
13	I have a Delaware corporation since 2002 for exports. However, since 2005, my corporation, has remained legal but not actively engaged in business activities. Thus, I am unable to obtain a Past Performance Evaluation from Duns and Bradstreet. Can you please advise how can I proceed to add my company as contractor for the FAA open enrollment next month?	Offerors must meet the requirements of the SIR. Potential offerors may also consider participating in a Subcontract Team Agreement (STA) with another offeror.
14	Is there somewhere to review typical task orders given to eFAST holders? With 450+ MOA holders, what capabilities does FAA feel are not properly covered?	The SOW included in the draft SIR describes the scope of work to be performed within each functional area.
15	Will the FAA consider creating a separate functional area for management consulting services, as there is an extremely wide rate range in BAM that does not take into consideration the diversity of services included in that functional area?	The BAM functional area covers management consulting services.
16	Can existing MOA holders bid the same areas under the upcoming RFP?	Yes
17	Is this an on-ramp or is this a new contract?, Will there be rolling enrollment or do we have to wait until May to see if we have been awarded?	This is an on ramp to the existing eFAST MOA. Awardees will be notified as soon as award decisions are made.
18	Is this all that is required at this time?, Will we receive further notification?	RFI respondents will be notified of the release of the final SIR.
19	Does the current MOA holder must respond to this open season in order to keep MOA?	Please see Question/Answer #13 above.
20	Can the current MOA expand functional area such as BAM or ES?	Yes
21	Is the time frame for meeting the requirements in H.5 (2)(a) during the first full performance period of the contract, i.e., during the initial 5 year period? Or, will current MOA holders required to provide only business size and open ratings information during open season to be eligible for the additional option period (through 2019)?	Please see Question/Answer #1 above.
22	Will Current MOA holders be required to resubmit a full response during open season to be eligible for the additional option period (through 2019)?	Yes
23	Can you please define how a proposal is deemed "responsive" as the term is used at (H.5 (2) (a)), Do we need to respond to the SIR in order to qualify for an extension (assuming we meet the H.5 requirements)?	Please see Question/Answer #1 above and Section M of the draft SIR.
24	Is this also an Open Season where we can submit for subcontractor and functional area expansions? If yes, we were told by D&B at the last open season that it will take 90 days to get the rating, and we have not formed the team(s) yet. Even if the submission date is at the end of March, 2013, that does not leave adequate time to plan and obtain the ratings. Would the Government consider extending the offer period by one month?, Our period of Performance ends September 2014 and we currently do not meet all the requirements for extension at H.5. When will we be evaluated for the extension?	Current MOA Holders may propose new subcontractors and functional areas.
25	Just a note that the link on page 48 of the Draft SIR in section (h) for Open Ratings doesn't work., The Open Ratings requires us to provide a contact to send the report to directly. Could government provide us a name, phone and email address?	Please see Question/Answer #13 above.
26	For existing eFAST MOA holders, does the FAA contemplate providing a streamlined mechanism to add Functional Areas (i.e., not require full submittal of the basic MOA proposal requirements, Open Ratings report, etc.)?	No, it does not. Please see Question/Answer #13 above.
27	Will the Open Season provide an opportunity for eFAST MOA holders to qualify in additional Functional Areas?	Yes
28	Do all current MOA holders have to provide new Open Ratings Report or non-expired Open Ratings Report with submission?, Do all current MOA holders have to submit a response for this request? Is there a different response format for current MOA holders?	Yes. MOA Holders are required to comply with the instructions set forth in the SIR.

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29	If current MOA holders are within the first two year of their contract why do they have to respond to this request?	All MOA holders who would like to remain on the eFAST contract vehicle beyond the duration of their original MOA award are required to respond.
30	There have been very few RFPs for IT Security/ Information Risk Management related work, which is our core competency. Most, if not all, RFPs were withdrawn. As a result we have not been able to respond to RFPs. We are hoping that despite the requirement per Section H.5(2) (a), we can still qualify as we are still subcontractors on another FAA IT Security contract and are actively encouraging customers to leverage eFAST.	All offerors must comply with the evaluation criteria in the SIR.
31	If we are awarded a task order on eFAST prior to the end of the initial 5 year period, but after the proposal submission date for this SIR, will we be able to qualify for the Option Years?	All contract/order awards, including the exercise of options, will be made in accordance with the MOA.
32	Do we need to have a current Dunn and Bradstreet Open Ratings report if we are already a current eFAST MOA holder?	Yes. MOA Holders are required to comply with the instructions set forth in the SIR.
33	Will the total number of vendors ever be capped by the FAA? At what count?	There is no contemplated number of new awards. The number of new awards will depend on the number of qualified offerors.
34	Can we propose new functional areas to our current eFAST MOA during Open Season 2013?	Yes
35	Would FAA require exiting MOA holders to re-certify their 8a and small business status?	Yes. MOA Holders are required to comply with the instructions set forth in the SIR.
36	Will current MOA holders be required to respond to the SIR?	Yes. MOA Holders are required to comply with the instructions set forth in the SIR.
37	For existing MOA holders, is any action required?	Yes. MOA Holders are required to comply with the instructions set forth in the SIR.
38	If an existing MOA holder is not deemed "qualified" does their eFAST contract end immediately or are they just not granted an extension?, If not granted an extension at this time, will there be an opportunity to receive an extension at a later open season?	If an existing MOA holder is not deemed "qualified", their MOA holder status will not be extended, but will be permitted to complete the remainder of the original awarded MOA.
39	Will this MOA be restricted to the FAA use only or can other agencies use this contract vehicle?	Other agencies may use the eFAST contract vehicle at the sole discretion of the FAA.
40	Does the eFAST program have requirements for set-asides including service-disabled veteran-owned small businesses?, What are the qualifications for becoming an eFAST MOA Holder?	Yes. Please see Section 1 of the B.1(1) and L.1 of the SIR.
41	G.10.2 - What type of Program Review does this refer to? Is this an eFAST Program Review (MOA) or a Contract Program Review (customer)?	Contract Program Review
42	Page 1, (2): The original eFAST MOA was for 7 years (5 year base + 2 options). Can the FAA please describe what this 15 year PoP encompasses?	The 15 year period of performance encompasses the initial 5 year base, plus a second 5 year revised base with an additional 5 year option period.
43	Page 1, B.2, 1: Generally, the eFAST PO asks for discounted rates over those that were included with the approved MOA Holder's Attachment J-4. Since the Contractor must provide its "fully burdened rates" with this SIR response, will the eFAST PO continue to ask for discounted rates and associated cost build-up at the contract level if the MOA holder already provided the information at the MOA level? What consideration will be made for cost build up provided "today" vs what cost build up would be in say 2019? Cost build-up numbers are variable based on the status of the company as well as economic conditions (example the rising cost of providing health care).	MOA Holders are required to comply with the instructions set forth in the SIR.
44	Page 2, (2): Based on our experience, these tax exempt forms have only every applied to federal employees. Can the eFAST PO please provide guidance on this?	This question will be answered at a later date.
45	Page 48, J.2: The Market Survey Instructions page indicates that the anticipated release of final SIR is January 2013. However, page 48, J.2 of the Draft SIR states that a pre-proposal conference will be scheduled for February 2013. Would the FAA consider switching these two dates so that the pre-proposal conference comes before the SIR release? This way, the questions asked at the pre-proposal conference can be addressed in the final SIR, if applicable.	Questions regarding the final SIR will be answered in accordance to the final SIR language. The pre-proposal conference may include discussion of answers to questions properly submitted in accordance with the final SIR.
46	Page 53: What rationale did the eFAST PO use to determine that a justification for an escalation higher than 2.5% was necessary? Is this only applicable to the 5 year extension period or is it also applicable to the qualification for Options 6 and 7 for current MOA holders? What if a MOA holder's current escalation rate is more than 2.5% as approved with its current MOA?	Offerors must respond in accordance with the final SIR. It is contemplated that offerors will be required to include proper cost build-up data and narrative to support its rates. Offeror submissions will be evaluated in accordance with the final SIR. Significant additional guidance related to pricing will be circulated in conjunction with release of the final SIR.
47	Page 53: Will eFAST publish the 75th percentile rate for each labor category as a common source of reference for MOA holders?	Significant additional information regarding pricing will be circulated in conjunction with release of the final SIR.
48	Page 53, Para 6, #1: Does this apply to MOA holders who currently have approved ceiling rates through years 6 and 7?, The experience discrepancies between the Senior, Senior Certification, Senior II labor categories leaves a wide gap of experience levels that should be addressed. For example, based on our experience, a person with a Bachelor's Degree and 12 years of experience (with no certification) can only qualify for a Senior labor category. Placing a person with a Bachelor's Degree and 12 years of experience in a Senior labor category generally doesn't work due to associated salary requirements of the person with this level of education and experience. Will the eFAST PO revisit the labor categories so that gaps such as these are addressed?	Yes, the currently approved ceiling rates apply through years 6 and 7. The labor category education and relevant experience requirements have been established, and will not be revisited.
49	F.3 & H.1: Delivery and Performance indicates that a contract/order maybe a combination of FFP, FPLOE, CR, T&M and LH. Is it possible to have a order for FFP deliverable with additional T&M Management?	Yes
50	Are we required to re-submit the entire response to the SIR in order to receive a modification if our rates would remain the same and meet new SIR AHR, Escalation guidelines, etc.?	All MOA holders who wish to remain the eFAST contract beyond years 6 and 7, must respond to the SIR. Rates for years 6 and 7 will remain the same, and cannot be modified. Rates are requested for program years 8-10.
51	If the government is planning to make awards in the SEDB categories and a vendor is an 8(a) at the time of proposal submission, will they still be considered for an award under this category? Or does the vendor have to be classified as an SEDB concern at the time of award?, Is the government planning to make awards in both the Small Business category and the SEDB categories?	Additional set-asides beyond small business only may be made in accordance with AMS and the eFAST MOA.